CLAIMS

1   1. An improved management decision support system, including a computer
2 system having memory and resources, a retail demand forecasting program applying
3 one or more forecasting approaches, running on the computer system and generating
4 output, and a set of analysis programs, running on the computer system and utilizing
5 the output, said analysis programs generating at least one of (a) order of goods from a
6 supplier-related data, (b) allocation of the goods to be shipped by the supplier-related
7 data, or (c) distribution of goods to selling locations-related data, the improvement
8 comprising:

9   a causal calendar utilized by the forecasting program to generate the output, said
10 causal calendar including for a plurality of events attributes of a good identifier, a
11 selling location identifier, the event start date, the event stop date, and the event
12 type; and

13 one or more additional analysis programs in the set of analysis programs
14 generating data reported in at least two of:

15   open to buy reports;

16   markdown management reports;

17   bottom-up planning reports; or

18   top-up planning reports.

1   2. The improvement of claim 1, wherein a pair of the good identifier and event
2 identifier attributes associate a single good at a single selling location with one of the
3 plurality of events.

1   3. The improvement of claim 1, wherein a pair of the good identifier and event
2 identifier attributes associate a single good at a group of selling locations with one of
3 the plurality of events.

1   4. The improvement of claim 1, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a single selling location with one of

3   the plurality of events.

1   5. The improvement of claim 1, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a group of selling locations with one

3   of the plurality of events.

1   6. The improvement of claim 1, wherein the attributes of the causal calendar

2   further includes a factor corresponding to the impact of the event on sales.

1   7. The improvement of claim 1, wherein the set of analysis programs is adapted

2   to basic retail goods.

3   8. The improvement of claim 1, wherein the set of analysis programs is adapted

4   to seasonal retail goods.

1   9. The improvement of claim 1, wherein the set of analysis programs is adapted

2   to fashion retail goods.

1   10. The improvement of claim 1, wherein the set of analysis programs operate on

2   daily or more frequent period forecasts.

1   11. The improvement of claim 1, wherein the set of analysis programs operate on

2   weekly forecasts.

1   12. The improvement of claim 1, wherein the set of analysis programs operate on

2   pairings of individual goods in individual selling locations.

1   13. The improvement of claim 1, wherein the set of analysis programs operate on

2   groups of goods in individual selling locations.

1   14. The improvement of claim 1, wherein the set of analysis programs operate on

2   individual goods in groups of selling locations.

1   15. The improvement of claim 1, wherein the set of analysis programs operate on

2   groups of goods in groups of selling locations.

1   16. The improvement of claim 1, wherein the reports are displayed on a monitor

2   in communication with the computer system.

1   17. The improvement of claim 1, wherein the reports are saved in a spreadsheet

2   file format.

1   18. The improvement of claim 1, wherein the reports are printed on paper,

2   microfiche or optical media.

1   19. The improvement of claim 1, wherein the reports are distributed by e-mail or

2   other messaging facility.

1   20. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a causal calendar utilized by the forecasting program to generate the output, said

10   causal calendar including for a plurality of events attributes of a good identifier, a

11   location identifier, the event start date, the event stop date, and the event type;

12   and

13   an additional analysis programs in the set of analysis programs generating data

14   reported in open to buy reports.

1   21. The improvement of claim 20, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a single selling location with one of the

3   plurality of events.

1   22. The improvement of claim 20, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a group of selling locations with one of

3   the plurality of events.

1   23. The improvement of claim 20, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a single selling location with one of

3   the plurality of events.

1   24. The improvement of claim 20, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a group of selling locations with one

3   of the plurality of events.

1   25. The improvement of claim 20, wherein the attributes of the causal calendar

2   further includes a factor corresponding to the impact of the event on sales.

1   26. The improvement of claim 20, wherein the set of analysis programs is
2   adapted to basic retail goods.

3   27. The improvement of claim 20, wherein the set of analysis programs is
4   adapted to seasonal retail goods.

1   28. The improvement of claim 20, wherein the set of analysis programs is
2   adapted to fashion retail goods.

1   29. The improvement of claim 20, wherein the set of analysis programs operate
2   on daily or more frequent period forecasts.

1   30. The improvement of claim 20, wherein the set of analysis programs operate
2   on weekly forecasts.

1   31. The improvement of claim 20, wherein the set of analysis programs operate
2   on pairings of individual goods in individual selling locations.

1   32. The improvement of claim 20, wherein the set of analysis programs operate
2   on groups of goods in individual selling locations.

1   33. The improvement of claim 20, wherein the set of analysis programs operate
2   on individual goods in groups of selling locations.

1   34. The improvement of claim 20, wherein the set of analysis programs operate
2   on groups of goods in groups of selling locations.

1   35. The improvement of claim 20, wherein the reports are displayed on a monitor
2   in communication with the computer system.

1   36. The improvement of claim 20, wherein the reports are saved in a spreadsheet
2   file format.

1   37. The improvement of claim 20, wherein the reports are printed on paper,
2   microfiche or optical media.

1   38. The improvement of claim 20, wherein the reports are distributed by e-mail or
2   other messaging facility.

1   39. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a causal calendar utilized by the forecasting program to generate the output, said

10   causal calendar including for a plurality of events attributes of a good identifier, a

11   location identifier, the event start date, the event stop date, and the event type;

12   and

13   an additional analysis program in the set of analysis programs generating data

14   reported in markdown management reports.

1   40. The improvement of claim 39, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a single selling location with one of the

3   plurality of events.

1   41. The improvement of claim 39, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a group of selling locations with one of

3   the plurality of events.

1   42. The improvement of claim 39, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a single selling location with one of

3   the plurality of events.

1   43. The improvement of claim 39, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a group of selling locations with one

3   of the plurality of events.

1   44. The improvement of claim 39, wherein the attributes of the causal calendar

2   further includes a factor corresponding to the impact of the event on sales.

1   45. The improvement of claim 39, wherein the set of analysis programs is

2   adapted to basic retail goods.

3   46. The improvement of claim 39, wherein the set of analysis programs is

4   adapted to seasonal retail goods.

1   47. The improvement of claim 39, wherein the set of analysis programs is

2   adapted to fashion retail goods.

1   48. The improvement of claim 39, wherein the set of analysis programs operate

2   on daily or more frequent period forecasts.

1   49. The improvement of claim 39, wherein the set of analysis programs operate

2   on weekly forecasts.

1   50. The improvement of claim 39, wherein the set of analysis programs operate

2   on pairings of individual goods in individual selling locations.

1   51. The improvement of claim 39, wherein the set of analysis programs operate

2   on groups of goods in individual selling locations.

1   52. The improvement of claim 39, wherein the set of analysis programs operate

2   on individual goods in groups of selling locations.

1   53. The improvement of claim 39, wherein the set of analysis programs operate

2   on groups of goods in groups of selling locations.

1   54. The improvement of claim 39, wherein the reports are displayed on a monitor

2   in communication with the computer system.

1   55. The improvement of claim 39, wherein the reports are saved in a spreadsheet

2   file format.

1   56. The improvement of claim 39, wherein the reports are printed on paper,

2   microfiche or optical media.

1   57. The improvement of claim 39, wherein the reports are distributed by e-mail or

2   other messaging facility.

1   58. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a causal calendar utilized by the forecasting program to generate the output, said

10   causal calendar including for a plurality of events attributes of a good identifier, a

11   location identifier, the event start date, the event stop date, and the event type;

12   and

13   an additional analysis program in the set of analysis programs generating data

14   reported in bottom-up planning reports.

1   59. The improvement of claim 58, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a single selling location with one of the

3   plurality of events.

1   60. The improvement of claim 58, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a group of selling locations with one of

3   the plurality of events.

1   61. The improvement of claim 58, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a single selling location with one of

3   the plurality of events.

1   62. The improvement of claim 58, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a group of selling locations with one

3   of the plurality of events.

1   63. The improvement of claim 58, wherein the attributes of the causal calendar

2   further includes a factor corresponding to the impact of the event on sales.

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2   64. The improvement of claim 58, wherein the set of analysis programs is
       adapted to basic retail goods.

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2   65. The improvement of claim 58, wherein the set of analysis programs is
       adapted to seasonal retail goods.

1
2   66. The improvement of claim 58, wherein the set of analysis programs is
       adapted to fashion retail goods.

1
2   67. The improvement of claim 58, wherein the set of analysis programs operate
       on daily or more frequent period forecasts.

1
2   68. The improvement of claim 58, wherein the set of analysis programs operate
       on weekly forecasts.

1
2   69. The improvement of claim 58, wherein the set of analysis programs operate
       on pairings of individual goods in individual selling locations.

1
2   70. The improvement of claim 58, wherein the set of analysis programs operate
       on groups of goods in individual selling locations.

1
2   71. The improvement of claim 58, wherein the set of analysis programs operate
       on individual goods in groups of selling locations.

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2   72. The improvement of claim 58, wherein the set of analysis programs operate
       on groups of goods in groups of selling locations.

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2   73. The improvement of claim 58, wherein the reports are displayed on a monitor
       in communication with the computer system.

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2   74. The improvement of claim 58, wherein the reports are saved in a spreadsheet
       file format.

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2   75. The improvement of claim 58, wherein the reports are printed on paper,
       microfiche or optical media.

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2   76. The improvement of claim 58, wherein the reports are distributed by e-mail or
       other messaging facility.

1   77. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a causal calendar utilized by the forecasting program to generate the output, said

10   causal calendar including for a plurality of events attributes of a good identifier, a

11   location identifier, the event start date, the event stop date, and the event type;

12   and

13   an additional analysis programs in the set of analysis programs generating data

14   reported in top-down planning reports.

1   78. The improvement of claim 77, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a single selling location with one of the

3   plurality of events.

1   79. The improvement of claim 77, wherein a pair of the good identifier and event

2   identifier attributes associate a single good at a group of selling locations with one of

3   the plurality of events.

1   80. The improvement of claim 77, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a single selling location with one of

3   the plurality of events.

1   81. The improvement of claim 77, wherein a pair of the good identifier and event

2   identifier attributes associate a group of goods at a group of selling locations with one

3   of the plurality of events.

1   82. The improvement of claim 77, wherein the attributes of the causal calendar

2   further includes a factor corresponding to the impact of the event on sales.

1   83. The improvement of claim 77, wherein the set of analysis programs is

2   adapted to basic retail goods.

3   84. The improvement of claim 77, wherein the set of analysis programs is

4   adapted to seasonal retail goods.

1   85. The improvement of claim 77, wherein the set of analysis programs is

2   adapted to fashion retail goods.

1   86. The improvement of claim 77, wherein the set of analysis programs operate

2   on daily or more frequent period forecasts.

1   87. The improvement of claim 77, wherein the set of analysis programs operate

2   on weekly forecasts.

1   88. The improvement of claim 77, wherein the set of analysis programs operate

2   on pairings of individual goods in individual selling locations.

1   89. The improvement of claim 77, wherein the set of analysis programs operate

2   on groups of goods in individual selling locations.

1   90. The improvement of claim 77, wherein the set of analysis programs operate

2   on individual goods in groups of selling locations.

1   91. The improvement of claim 77, wherein the set of analysis programs operate

2   on groups of goods in groups of selling locations.

1   92. The improvement of claim 77, wherein the reports are displayed on a monitor

2   in communication with the computer system.

1   93. The improvement of claim 77, wherein the reports are saved in a spreadsheet

2   file format.

1   94. The improvement of claim 77, wherein the reports are printed on paper,

2   microfiche or optical media.

1   96. The improvement of claim 77, wherein the reports are distributed by e-mail or

2   other messaging facility.